

**Andrew Cousins MBA, BSc (Econ)**



**D.O.B. 17/06/1969**

**British National**

**Birthplace – Cardiff**

**Address: Veverkova 24, Prague 7, Prague, Czechia**

**Mobile: 00420606517265**

**acka\_98@yahoo.com**

**An inspirational leader with a strategic thinking mindset. Enthusiastic people orientated personality**

**Senior Business English Tutor, SKRIVANEK Education,  
Prague November 2021 - Present**

Senior Tutor doing face to face and online Business tutoring to senior level corporate clients

**Head of Politics electives and Senior High School English Literature, Guangzhou Garden City School  
July 2020 – June 2021**

Foshan China August 2020 Part of the Bright Scholar organisation, Garden City School is the flagship school in China. As Senior teacher at the Senior High School, I cover a range of subjects from English Literature, History, American Culture and Politics. I am also Head of Program for Course Electives. Covering AP curriculum, focussing on mainly A and B stream classes. I currently teach 20 lessons a week. I am a highly, if most popular teacher in the AP School, gaining the trust and respect of the students

**Faculty Academic Manager i2 Education, Nanning China Jan 2020 June 2020**

Ran the most successful campus in China in April 2020 in terms of consumption, new sign ups and cash flow. Responsible for the academic excellence and administration of Central Campus. This campus has seen growth from 300 – 395 students in 3 months. Student retention hit 235% of its targets. Academic consumption efficiency the highest in the region. My role is to run Foreign teachers from across the globe. I have modernised the teaching outlook, taking the learning from strategy from passive learning to an immersive English language experience through the We chat

videos, Online Live broadcasts, and training teachers to function in both a face to face and online capacity

### **Senior Teacher at Whales English June 2018 – December 2019**

As a Senior Teacher I cover G3 – G6. Creative Reading, History and Social Studies. I have a 100% rebooking with students who complete the 26 week courses Top 20 ranked Online English tutor for DaDaAbc October 2017 – October 2019

I was ranked in their top 20 out of 6000 teachers. I had 900 plus feedback hearts average per month from students and a perfect 5 star review from the parents.

### **Director of Studies at the Czech School of Management and Science in Prague (Consulting position) September 2016 – May 2017**

My main role is of Strategic Leadership. CSMS was a failing business school, with no sense of direction. Asked by the investor to step in, I have had to create a new business school from the very basics up. Have created web page, agency agreements, scheduling, hired specialists with experience to invigorate existing demoralised team. Begun creating a network of dedicated agents globally. Began discussions with British University to partner up with their programs. Have started discussions with Edinburgh Business School to partner up on the MBA programme

### **Senior tutor for LSBF/Interactive Post graduate and undergraduate programmes - August 2014 to March 2016**

I have had the responsibility for moderation of online programmes for a range of modules and a range of academic partners. Responsibilities include online moderation, academic support assessment creation and 1st and 2nd marking. In addition, I have a large number PG dissertation students that I work with over a 4 month period before they hand in the final draft. Courses taught range from Strategic Planning, Managing Decision Making in the Business Environment all the way to Human Capital Management, Working with and leading teams.

### **Dean for online Professional and Post Graduate programs – January 2011 –August 2014 Member of University Academic Leadership and Management team for the London School of Business and Finance**

My overall role is one of Leadership. As part of the Senior Management team I am closely involved in the strategic decision making process within LSBF. I was involved in the University partnerships processes and activities, both as part of the wider LSBF group, and specifically as the lead for online validation and franchise partnership deals. Experienced at negotiating and running validation events, from initial contact to final signing. Multiple partnerships entered into in 2013, bringing in revenue forecasts that will double current student-based income. I have a lead role for several working groups on areas such as International Development and Changing the Methodology of delivery. As Academic Dean I developed very strong skills in verbal and written communication, organization, budget preparation, developing and implementing goals, managing resources, strategic planning and interdisciplinary scholarly skills. Key member of the Academic Leadership team and Executive Office strategic think-tank. Successfully gained Pearson Edexcel centre approval for Prague and Online. Critical member of the University Validation team.

As Dean for Online MBA programs, I have revamped the whole Academic support for the online delivery of PG programs. Student participation in discussion forums increased by 600%, Academic pass rates for programs rose from 55% to 85%. I am responsible also for overall delivery for P/G programmes, Partnership and franchise presentations, academic appeals, recruitment of online faculty and leadership of 15 academic support staff and 25 lecturers. Student numbers have grown from 400 to 1200 in my time as Dean.

#### **Principal Lecturer for Business and Chair of Strategic Planning Group**

##### **Prague College April 2008 –April 2011**

I was Associate Head of Business Faculty and the Principal lecturer in Business Studies at Prague College at the HND, BA and Masters Level. Core subjects taught are Organisational Behaviour, Business Strategy, Market Planning, Strategic and Change Management and the Strategic Business Environment. I was also responsible for developing the College's overall strategic direction in my role as Head of Strategic Planning Group, which is a cross functional team. I was awarded Prague Colleges Academic Excellence 2009/2010. I consistently ranked each semester as the students choice of best lecturer based on qualitative and quantitative data.

##### **Senior Lecturer in Business and Politics Anglo American University January 2008 – May 2010**

I taught the whole range of traditional, weekend, intensive and combined studies courses module delivery options at AAU. During the period autumn 2008 till spring 2010 I consistently was ranked as AAU Business School number one rated lecturer based on student feedback, and this was officially recognised by the college each semester. The courses I taught included Introduction to Management, Strategic Planning Theory and Thesis, Change Management, Negotiating, Business Communications. I also taught Masters MABLM – Management and Communication in a global environment. I also successfully crossed departments 08/08 teaching East and Central European Politics.

#### **Procurement Manager/Team Leader - Contract Negotiation and Account Management**

##### **Exxonmobil Business Support Centre 2007**

Initially I was recruited as a Team Leader in the contract negotiation department for Exxon Europe. My main role was leading a team of buyers creating European enabling agreements. This position involved overseeing multiple contracts throughout Europe, and saving in one fiscal year 85 million USD on renegotiated contracts. Due to my experience with Change management, I was also asked to co-ordinate and run the Warehouse Inventory Management team, responsible for 300 million USD worth of equipment. Main challenges were to change the mindset of the team, liaise with the Warehouse supervisors to agree a one approach methodology and convince senior management that the new methodology should adopt.

#### **Conference Director**

##### **Uniglobal Research January 2005 – December 2006**

Initially recruited as the senior producer in a small team, I was promoted to Conference Director and given the task of recruiting, training and developing and managing a team of eight conference producers for the Financial Services Conference Division. In addition to this I instigated a team

working approach to conference production which increased overall production of conferences within the team.

As a conference producer you were expected to produce world-class issue-oriented business events and conferences. This involved comprehensive and intensive researching, creating a marketable event programme and recruiting top-level presenters, leaders and experts in different business areas, writing promotional materials and on-site event stage-management.

### **Visa and Consular Officer**

#### **British Embassy Prague, Prague 2002 - 2004**

First assistance and contact for British nationals in distress or in need of advice whilst in the Czech Republic. I was responsible for all statistics and reports generated by the section. Responsible for hospital and prison visits. I changed the statistical accounting method from manual to computer. Received numerous commendations from the Ambassador for assisting British nationals and many **letters of thanks from people helped**

#### **Welsh Office/National Assembly for Wales 1995 – 2001**

##### **Principal Private Secretary to Agriculture Minister**

##### **National Assembly of Wales, Cardiff 1999 - 2001**

I reported directly to the Minister. Was the link between the Minister and government officials for all communication and liaising. I prepared and coordinated briefings for the Minister and Secretary of State for Wales on Agriculture and Rural affairs in Wales. Communication skills were essential in this position. I was privy to many high level briefings on many politically sensitive subjects. Major achievement was providing a layer of protection to the Minister at a time of high political pressure, the lifting of the Beef ban. This included briefing press, answering calls from members of the industry and ensuring the minister was fully briefed for all public and private meetings

##### **Executive Officer**

##### **Welsh Office Agriculture Department 1995 – 1999**

I worked in the Policy section of the Welsh Office Agriculture Department. Initially was placed on the team created to handle the Beef crisis in Wales post BSE announcement. My final position was as personal assistant to the Director of Agriculture in Wales. Set up the Business Case Unit within the agriculture department. This unit handled projects which were outside the remit of the normal departmental sections and reported directly to the Head of Agriculture. Responsible for 10 million GBP departmental budget. Organised the restructure of the Agriculture Department, so that it could operate under the statute laws giving legislative powers to Wales.

##### **Distribution and Logistics Officer - Freeman's**

##### **Sears UK (Professional management fast track scheme) 1994 –1995**

Recruited as one of 12 from 15,000 applicants for this future leader's recruitment drive for the largest retailing and wholesaling corporation in the UK, I was trained in all areas of the workings of a very large distribution warehouse, as part of an intense management fast track scheme I was recruited into. This involved a series of one-month placements in all the major departments. I was involved in real time live problem-solving projects. The training also took place at a UK level with Sears UK who owned Freeman's. This training was more corporate based and focussed on strategy change management etc.

## **Qualifications**

**Masters of Business Administration MBA (chosen thesis – Organisational Development)**

**University College of Wales Cardiff 1993/94**

**International Politics and Strategic Studies**

**Aberystwyth University College of Wales Bsc Econ (hons) 1987 – 1990**

**Advanced level certificate in Economics, History and English Lit.**